

Salesforce.Consumer-Goods-Cloud.v2024-12-19.q48

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NEW QUESTION: 1

With the Click2Create SF Maps option what kind of records can be created?

- A. Standard Objects only
- B. Custom Objects only
- C. Both

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 2

Can a Promotion be related to more than one store group while defining the Reach?

- A. No
- B. Yes

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 3

When setting the tasks to perform by the field reps, can only some tasks be defined as mandatory?

- A. No
- B. Yes

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 4

What standard CG object is it used in CG cloud to record information about a specific retail store within a given Retailer?

- A. Retail Store
- B. Account
- C. Assortments
- D. Retail Store Groups

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 5

Can the Retail Execution mobile app.... Set the user cockpit as the default landing page?

- A. Yes
- B. No

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 6

Does the Order Creation predefined assessment task definition type include a quick mobile action to create a new order?

- A. Yes
- B. No

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 7

Can a single retail store can be a part of one or more retail store groups?

- A. Yes
- B. No

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 8

Can custom Latitude and Longitude fields be created?

- A. No
- B. Yes

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 9

Which two objects are used to generate the orders a field service rep generates when at a retail store?

- A. Order and Order Products
- B. Price book entries and Orders
- C. Order and Product2

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 10

Can tasks be sorted by a desired order in an Action Plan Template Item record?

A. Yes, by setting the Display Order in that field in the record.

B. No

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 11

Can the Assortment of products be related at higher levels than a single Retail Store? For example to Retail Location Groups or even the Account?

A. Yes

B. No

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 12

Is every Order Product (junction object between Order and Product2) related to a Price Book via a price book entry that determines their price?

A. No

B. Yes

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 13

From where will the products that build up an Order (Order Products) be added to the order in the Retail Execution app?

A. From the Inventory Check predefined assessment task definition type.

B. From the Order Creation predefined assessment task definition type.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 14

What standard Salesforce object is it used in CG cloud to record information about the retailer (not a specific store but rather the company that unifies them)?

A. Retail Stores

B. Account

C. Assortments

D. Retail Store Groups

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 15

What permission must users of Salesforce Maps have to be able to inline edit Accounts, Visits, etc... from the Maps view?

A. Edit Details Tab Field

B. This cannot be done.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 16

What CG object establishes a relationship between a given SKU (stored in Product2) and a given Retail Store?

- A. Price book entry
- B. Price book
- C. Retail Store Assorment
- D. Store Product

Answer: D ([LEAVE A REPLY](#))

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NEW QUESTION: 17

Can users automatically set routes to plot on load of a given Layer?

- A. No
- B. Yes

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 18

Which user must use the Lightning App Builder to customize record pages and components?

- A. Sales Manager
- B. Administrator
- C. Field Reps

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 19

Can users report on Live Tracking data?

- A. No
- B. Yes

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 20

Can live tracking of maps be used to automatically update the status of a WO or a Visit?

- A. No
- B. Yes

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 21

Must a click2create button be added to the SF Maps interface and assigned to users in order to access the functionality of creating records directly from the SF Maps interface?

- A. Yes
- B. No

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 22

What object in CG cloud can be used to determine the specific prices agreed by with retailers as well as quantity and profit margins?

- A. Sales Agreements
- B. Retail Stores
- C. Store Products
- D. Assortments

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 23

All the data that the field rep captures for various metrics gets stored in the Retail Visit KPI object. This object is the runtime equivalent to the Retail Store KPI object. True or False?

- A. TRUE
- B. FALSE

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 24

What object can be used in CG cloud to sort products in categories?

- A. The Product2 object
- B. The Product Category object

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 25

The "Place" field in a Visit record must make reference to what in CG cloud?"

- A. Account
- B. Opportunity
- C. Retail Store
- D. Retail Store Group

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 26

Can Action Plan Templates have Versions?

- A. Yes
- B. No

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 27

What are Action Plan Template Versions built of?

- A. Action Plan Template
- B. Action Plan Template Items

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 28

Each product is also tied to a _____ record that stores its list price.

- A. Store Product
- B. Price book
- C. Price book entry
- D. Retail Store Assorment

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 29

In CG cloud, who is responsible for creating orders for products that are either new in a given retail store or run out and must be restocked?

- A. It is done automatically
- B. The field service rep, by creating an order.
- C. The Sales Manager, by creating an order.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 30

In what field at the Action Plan Template object can users define in which context (Retail Store, Account, Promotion, Visit) will those Action Plans execute?

- A. The Target Object field
- B. The Account, Opp or Order Lookup fields

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 31

Can a default order quantity be set up at the Store Product Level?

- A. Yes
- B. No

Answer: A ([LEAVE A REPLY](#))

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NEW QUESTION: 32

Can a single SKU (Product2) belong to more than one Assortment? And can a single Assortment be related to more than one Account, Retail Location Groups or Retail Store?

- A. Yes and Yes.
- B. No and No
- C. Yes and No
- D. No and Yes

Answer: A (LEAVE A REPLY)

NEW QUESTION: 33

What is the junction object used in between Retail Store KPI and Assessment Task (Child from Visit that regulates everything to do at a visit, including taking account of KPIs)?

- A. Assessment Indicator Definition
- B. Retail Visit KPI.
- C. Retail Store KPI

Answer: B (LEAVE A REPLY)

NEW QUESTION: 34

What object has a one to many relationship with the CG object Visit?

- A. Account
- B. Retail Store Groups
- C. Retail Store
- D. Layer

Answer: C (LEAVE A REPLY)

NEW QUESTION: 35

What junction object defines the relationship between an Assortment and a given Retail Store, Account or Retail Store Location Group?

- A. The Product2 object
- B. The Store Assortment.
- C. Product Category Product

D. The Product Category object

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 36

Can a Product (Product2) be related to more than one Product Category?

A. No

B. Yes

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 37

In what object must the planogram of a given in-store location be stored?

A. In the image object

B. In files

C. In the Planogram object

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 38

How can multiple Retail Stores or Accounts be added to a route in SF Maps?

A. By dragging an area over them in SF Maps, defining how much time to remain on each location (or when exactly the field sales rep must be there) and then using the Mass Action add to Route.

B. By performing a SOQL query in the context of an active layer

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 39

What are Salesforce Maps Marker Layers?

A. Layers define which standard or custom sf objects can be plotted in a SF Map.

B. They are filtered representations of the plotted records that Maps can present in a Map.

C. It is a custom object in Maps that regulates how data is presented in SF Maps and can gather information from up to 6 objects

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 40

What object can be used to store the KPIs?

A. Retail Store KPI

B. Assessment Indicator Definition

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 41

Does CG clouds include a set of predefined assessment task definition types?

A. No

B. Yes

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 42

Can the Retail Execution mobile app.... generate a route plan using GPS?

A. Yes

B. No

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 43

What related object to the Image object (which stores the planogram) must be used to store a document detailing the specifications of a given planogram?

A. The document must be stored in an Image field in the Image object

B. That document must be stored in the related Files object.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 44

How can field reps document the state of a Visit? Eg: Planned, in progress, abandoned or Completed

A. Status field in Visit object

B. Related Object called Visit Status

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 45

What tool can be used to create a record like a lead, or account or Order directly from the Salesforce Map interface?

A. Clik2Create

B. Check in/Out

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 46

What is the difference between a realogram and a planogram?

A. Realogram is a 3D rendering of a standard shelf that gets populated by the data included in the reviews and related KPIs.

B. Realogram is the shelfie (photo of a shelf) taken by a field rep, while a planogram is a sketch of a desired location on a shelf generally set up by a manager.

Answer: ([SHOW ANSWER](#))

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NEW QUESTION: 47

Can a single location be related to more than one Retail Store in CGs Data Model?

- A. Yes
- B. No

Answer: A (LEAVE A REPLY)

NEW QUESTION: 48

The Location standard object determines where a given _____ is located.

- A. Layer
- B. Account
- C. Retail Store
- D. Retail Store Groups

Answer: C (LEAVE A REPLY)

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